

OMB Granicus Review

Granicus Title	Ranking of firms and agreement with ZOLL Data Systems, Inc. for Ambulance Services Billing Software.				
GRANICUS ID#	25-1324A	Reference		Date:	10-30-25

Mark all Applicable Boxes:

Type of Contract									
CIP		Grant		Other	X	Revenue		Project	

Fiscal information:

New Contract (Y/N)	N	Original Amount	
Fund(s)	1006	Amount of Change	
Cost Center(s)	344410	Contract Amount	\$5,306,538.49 not to exceed \$1,501,310.75 est. annual
Program(s)	1815	Amount Available	
Account(s)	5340001, 5470001, 5420001	Included in Applicable Budget? (Y/N)	Y
Fiscal Year(s)	FY26		

Description & Comments

(What is it, any issues found, is there a financial impact to current/next FY, does this contract vary from previous FY, etc.)

This is for the approval of the ranking of firms and agreement with the number one ranked firm ZOLL Data Systems, Inc. for Ambulance Services Billing Software. The contract will provide new ambulance services billing software to the Safety & Emergency Services Department's Financial Services Division.

This upgrade is essential to eliminate the ongoing challenges of relying on 20-year-old technology to process and post payments on the high volume of claims (approximately 190,000 annually). The key improvements include integrated pre-billing activities e.g., insurance coverage detection, demographic verification, deductible management and address validation; automation of manual tasks to include updates to the Medicare & Medicaid fee schedule, online patient payment portal, and printing and mailing services. There is an expected decrease in operating costs by reducing reliance on multiple third-party vendor contracts for: print/mail services, clearinghouse submissions, and deductible management.

The initial term of this agreement is for 60 months with provisions for two additional, twenty-four-month terms and a not to exceed value of \$5,306,538.49.

Funding for this was included and was consistent with the FY25 Adopted budget and the expenses were included in the FY25 estimate. Pricing is variable and is based on the number of claims processed at \$4.63 per transport/claim. Based on this projection, an estimated \$586,467 (8 months X average of 15,833 claims per month = \$586,467) will be needed in FY26. It is not projected to need the full \$1,501,310.75 estimated annual amount in FY26 and will be budgeted accordingly in subsequent years.

Since the expenses was not needed in FY25, the budgeted amount of \$600,00 will be added to the carryforward amendment in January 2026.

Analysts: **John Ondrovic**

Ok to Sign: ☒

